

STATE CAPITOL
ROOM 205
SACRAMENTO, CA 95814
TEL (916) 651-4006
FAX (916) 323-2263

DISTRICT OFFICE
1020 N STREET, ROOM 576
SACRAMENTO, CA 95814
TEL (916) 651-1529
FAX (916) 327-8754

California State Senate

SENATOR

DARRELL STEINBERG

PRESIDENT PRO TEMPORE

SIXTH SENATE DISTRICT

STANDING COMMITTEES:
SENATE RULES
CHAIR
APPROPRIATIONS
PUBLIC SAFETY



October 29, 2012

Jim McGrann, President
J. Robinson Lynch, President and CEO
VSP Vision Care
3333 Quality Drive
Rancho Cordova, CA. 95670

Dear Mr. McGrann and Mr. Lynch:

Thank you for coming to my office with your concerns about preliminary decisions by California's Health Benefits Exchange (the Exchange) in implementing President Obama's Affordable Healthcare Act in California. Those discussions have allowed us to work through those concerns together, to the benefit of health consumers, your company and workforce, and the economic recovery of the Sacramento region. I am delighted that we were able to reach a consensus with the Exchange that will broaden choices for consumers of vision care, provide more competition to keep insurance prices low, and allow VSP to not only stay in the Sacramento region, but to create even more jobs for our area by moving forward with your company's planned expansion.

In our initial discussions, you mentioned that your expansion plans, then on hold, included roughly 150 call center positions in addition to expanded laboratory operations.

With the Exchange poised to vote tomorrow to adopt our consensus agreement, I am anxious to follow up on those earlier discussions about VSP's planned expansion. It occurs to me that there is a unique opportunity to expedite your expansion goals while simultaneously providing new local job opportunities to many of the 300+ employees of Comcast's Natomas call center, who recently were bluntly informed that their jobs are being phased out or relocated to other states, along with 700 other northern California Comcast jobs.

As you know, housing values have plummeted during the past six years and have only recently started to creep upward. Many Comcast call center employees, who would opt for job relocation over no job at all, find themselves between a rock and a hard place as they still owe more money on their homes than their homes will fetch on today's market.

In a meeting in my office last week with City Councilwoman Angelique Ashby, Assemblyman Richard Pan, and the Comcast executives, we also learned that Comcast has no definitive plans on what to do with the large call center operation building they currently own in the North

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Natomas area that we represent. It would be wonderful if VSP could take advantage of this ready-made, perfectly tooled asset that may otherwise lay vacant.

Please let me know your earliest availability to meet with me and Comcast executives to determine how VSP can best position itself to take advantage of Comcast's highly trained and motivated workforce and keep them here in Sacramento as part of our community. Thank you for your willingness to further discuss and give serious consideration to this "out-of-the-box" venture that could so greatly benefit not only VSP, but also the displaced Comcast employees and the entire Sacramento region.

I look forward to our continued work together.

Sincerely,

A handwritten signature in black ink, reading "Darrell Steinberg". The signature is fluid and cursive, with a large, stylized "D" and a long, sweeping underline.

DARRELL STEINBERG

President pro Tempore

DS:kd

Cc: Councilwoman Angelique Ashby
Assembly Member Richard Pan
Johnnie Giles, Comcast VP Govt Affairs